

# REALTOR

## REALTY HEADS ARE EXTENSIVE AGENCY TO SERVE DISTRICT

Says Arbitration Committee Will Assist Clients And Realtors.

## FUTURE IS BRIGHT

Claims That Many Persons With No License Operate Here.

Washington's "undesirables" in the real estate profession, popularly called "shysters," brokers, will be eventually eliminated through the efforts of the Washington Real Estate Board, according to David E. Barry, prominent realtor here.

Expressing great confidence in the local board and calling its officers "sound and capable men," Barry declared that in the near future the District's real estate market will be cleared of the "shady" real estate men. He charged that a great number of operators under the guise of licensed brokers were operating in the city to an end that is not honorable to local realtors.

Mr. Barry said the Washington Real Estate Board, through its arbitration committee, will increase service between clients and agents. In the future, he intimated, prospective buyers will deal with realtors only, and certainly question those not belonging to the organization.

An active future for the real estate business in the handling of old houses was pictured by Mr. Barry. Hundreds of persons living in the suburban section so as to be near their respective professions, he said, a great many of these persons want old houses remodeled, but will not commit themselves to the worry of making an old house new. This is where the real estate man can well afford his attention, he said.

In speaking of the shortage of homes here, Barry declared that it would take approximately two years to meet the demand. Residential properties in Virginia, he said, have a bright future. The reason for this is the fact that because of the ample ground is given the buyer.

## ORGANIZED EFFORT IN REALTY WORLD

Real Estate Is Greatest and Most Wealth Producing On Market.

"It seems to me that at this time, when nearly every class of professional man and woman is proving to the world the value of organized effort, it is unnecessary to emphasize this thought in relation to the real estate dealer," says an authority in the Fraternal Real Estate Journal.

We, in Iowa, have proved the value of organization, and know that nothing before attempted has ever accomplished more toward raising the standard of our profession toward securing the good will and co-operation of the buying public and actually placing more money to our credit in the bank each year than our own local real estate boards.

We represent the greatest business in the world, which controls the invested capital of America, which pays over 80 per cent of all taxes, upon which is founded all industries and from which must come all professions. We have proved to the world that we are selling the greatest, safest and most "wealth producing" article on the market, real estate. The public has proved our statements are true by buying the article we have for sale. Real estate absolutely controls the growth of our cities and our country. Why, then, should the men engaged in this greatest of all professions fail to protect their own interests and those of their clients by not organizing?

The farm land dealers certainly predominate in the real estate profession. There is no branch of the profession which is more dependent upon one another than the farm men, if for no other reason than that the farm dealers should develop their part of the profession by the organization of local boards.

Many Iowa realtors sell land in other States. They must necessarily sell through local agents. There are just two things they want to know before they start with their clients and these are: First, That their client will get a square deal. Second, That they will get their commission.

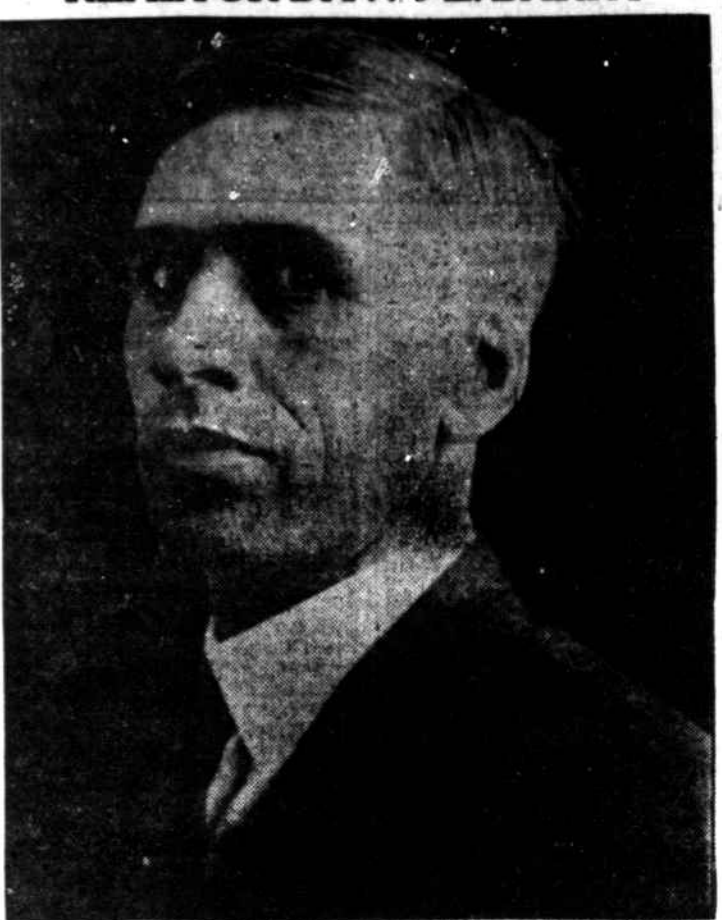
But I have often seen Iowa dealers sell clients farms through local agents and then encounter trouble. Price of farm is suddenly changed, terms not as agreed upon between agents, and then finally after all this time they have been overcome and the sale is made, the agent who has the land states he cannot pay the commission agreed upon and the other agent must either cut his commission or start court action to secure it.

Would it not be far better, both for the client and the agent, if the Iowa man knew that he was taking his client to a realtor who believes in a code of ethics? Would it not mean many more sales, more commission and more satisfied clients if the farm land men of every State were thoroughly organized by local boards and an exchange of business continually passing from realtor to realtor? Every county should have an organization of reliable, trustworthy real estate men to whom any of us can take buyers and know both our clients and our service will be protected.

With the knowledge of the national code of ethics and the meaning of the term "Realtor" rapidly

# DAVID E. BARRY EXPRESSES CONFIDENCE IN LOCAL REALTY GROUP

## REALTOR DAVID E. BARRY



Mr. Barry is one of the younger set in the real estate field here and is actively connected with the Washington Real Estate Board.

## HUGE POWER OF ASSOCIATION REACHES OUT FAR AND WIDE

Asserts Factors Benefiting Any Industry Move Builders Upward.

If, in the selection of a subject, I have gone further afield than the profession of electrical engineering, or, indeed, have seemed to go even beyond the domain of the engineer, I trust that you will not lose sight of the fact that whatever benefits industry as a whole benefits the engineer; and again, if I seem to doubt the possibility of the engineer being competent in himself to solve all of the problems of our complicated civilization, I trust you will not consider me as holding him to be without function, says an authority.

### Should Engineer Advise Employer.

It is true that I am not in entire sympathy with what appears to be a growing feeling that the engineer may, with advantage, invade all fields of effort, and I think I perceive a growing resentment toward this conception of the engineer's function. I am not at all certain that the engineer should presume to advise in relation between employer and employee, nor that he should consider himself competent to adjust the many problems which arise in commerce and industry. It is not possible that the qualifications of the engineer have been confused with the methods of the engineer, nor that I have to say proper for your consideration."

### Association For Common Good.

The outstanding characteristic of the present-day civilization is organization—the almost involuntary gathering together in groups of those possessed of interests in common, usually, in the beginning, that there may be facilities for the interchange of views on matters which ensue the daily thought. This is the stated object of our organization. Sooner or later, however, the possibility of other activities becomes evident and we inevitably the initial purpose of the association broadened and work is undertaken for the benefit of common good. In the measure in which the purpose is altruistic and the element of self-interest is lacking, or, enlightened, the accomplishment benefits not only the individual members, but industry as a whole, the community and the nation, and ultimately the world in which we live.

From the instinctive nature of their conception, these associations, however well conceived for their specific purpose, will not be formed in accordance with some well-considered and thoroughly planned scheme, resulting in a properly rounded and carefully calculated whole, but, on the contrary, will grow out of a series of unrelated bodies, each going forward in its own way, and to an extent, ignoring the interests they have in common, until consideration is forced by some duplication of effort or conflicting action.

### All Embracing Association Unwisely.

This condition has long been recognized and was under discussion when I became connected with the organization as an associate member some twenty-five years ago. The thought then was that the institute should be the dominant body in the industry embracing all branches of activity and permitting the concentration of all available knowledge and experience on any given problem. The possibility of such an organization, or at least of a council, in which all might be represented, is still under discussion. Progress, however, has been along other lines, and today the probabilities are that such an organization would fail because of its very breadth and its consequent inability to deal with other than the broadest problems susceptible only of the most general of solutions. There would not be

becoming known, it is going to be more difficult for the real estate man who has not affiliated with a local board to do business away from home. As our local boards increase in number and our State associations become more effective, our members are going to determine whether or not the agents with whom they do business are realtors.

## "IDEAL" 8-INCH WALL FINDS TOP PLACE IN REALTY

Cites Great London Fire As Example of Unsafe Dwellings.

## TIMBER DIMINISHES

Urges More Brick Homes So That Country Can Conserve Lumber.

By WILLIAM CARVER.

Brick, as you know, is one of the most ancient of all the building materials and one of the most enduring. "Marble crumbles into dust of carbonate of lime; granite disintegrates into mica, quartz and feldspar; but well burned brick endures forever in the ancient landmarks of mankind," says Sir Charles Lyell in his book, "The Antiquities of Man." Many modern towns in Asia Minor are built with the brick taken from the ruins of buildings dating from almost prehistoric times; and the bricks made here today are made from the same material—clay—burned in the same way. The details of handling the material have, of course, been improved but the basic principle of manufacture has always been the same.—N. R. E. J.

When America was first settled the pioneers found the country covered with forests. Lumber was so plentiful and so handy that naturally it was the material used in the building of the majority of homes. But not of all homes. Some of the settlers had very acute recollection of the great fire of London, which destroyed that city completely, most of the houses and other buildings being of wood. A new city of bricks and mortar rose on the ashes of the medieval wooden city, and the lessons learned in that fire were responsible for the fact that Philadelphia, for instance, started out to be a city of brick homes, and enjoyed that characteristic today.

But in the main American homes and American towns were built of wood, and in spite of changed and changing conditions wood is the principal material used today. I firmly believe that this is more because of habit than for any other reason.

It is a matter of speculation, however, as to how long America can indulge its habit of building with frames. The Secretary of Agriculture said recently: "Three-fifths of the original timber of the United States is gone and we are using timber four times as fast as it is growing. The United States is the only country cutting heavily into its remaining virgin forests every year but is also using up its smaller material upon which our future supply of saw timber depends much more rapidly than it is being replaced by new growth. A vital interest in the question of how the timber can best be conserved."

A large quantity of wood always must be used in the construction of a brick house for joists, floors and trim. Nothing is so suitable and probably nothing will soon take the place of wood for these purposes. But protect all this woodwork with enduring walls of masonry and it will have its period of usefulness multiplied four times or more as a general average. By building more brick homes we will be on the road to lumber conservation in its true sense.

The first thing a man says is this: "A brick house will cost me more and I can't afford it." The association with which I am connected has recently developed an entirely new type of brick construction which actually costs no more than ordinary construction, but for the present we will deal with the brick houses built the traditional way, with solid walls. An average six-room house of brick in most localities costs not more than \$400 or \$500 more than a similar house of frame. Some contractors, unfamiliar with brick construction and possibly afraid of starting something new, have a habit of stating off-hand that a brick house will cost a large percentage over frame. But an itemized estimate will show that the difference cannot be so great. The foundation, chimneys and the whole inside construction of the house is exactly the same whatever construction is used, only the outside walls laying the bricks is productive of very surprising results. It saves 25 per cent of the brick, 50 per cent of the mortar and eliminates the necessity and expense of furring the inside of the wall.

This construction really accomplishes something that has been striven for by the use of all kinds of special and rather awkward masonry shapes. With the ideal wall only standard, ordinary bricks are used—no special shapes being necessary, and this saves labor, sorting and masons time. You will note that this method of laying the brick eliminates the thorough mortar joint altogether. Now, the only way by which any moisture can penetrate a wall is by the hard burned brick is through the mortar joint. That can happen only under very severe conditions and that is the reason why all masonry walls are recommended to be furred. But with the ideal wall the mortar joint does not extend through the wall. The only material which runs clear through an 8-inch ideal wall is the headers and in a 12-inch wall even the headers do not run through.

In practice it has been found that the header, of which only a small area is exposed to the weather, will not carry moisture its full length by capillary attraction. In this it is aided also by the slight but continuous circulation of air within the hollow space, which also tends to dry out any slight suspicion of moisture which might be present in the portion of the header within the hollow space.

The ideal wall is not an experiment, although it was developed independently of us as a result of which I am connected. As might be almost expected of such a simple idea, it has been used here and there in many places.

The Representative Realty Company of Cleveland, who are big operators, inquired of us as to the relative cost of a frame house and ideal wall house in Cleveland. This company keeps accurate cost records of every part of their work, so all we had to do was to figure the difference in the cost of the outside walls above the first floor line. For one of their typical houses, about twenty-four feet square, the cost ran as follows: Frame walls \$17.33. Ideal walls \$48.31. This shows a saving of \$31 in favor of the brick walls. They checked these figures very carefully and told me afterwards that on account of the discounts on lumber which they could get in view of buying a large quantity the cost would run just about the same.

The brick manufacturers are making a concerted effort to have the building codes made uniform to allow an eight-inch brick wall for both stories of a two-story residence. It is an economic waste to insist on thicker construction, for the eight-inch wall is proving satisfactory and comfortable in thousands of homes in a great number of cities. By requiring a greater thickness, a man's preference for permanent construction is severely taxed. To insist on a greater thickness than ten inches reduces the area of the rooms in the house, a serious consideration in the small residence. But most important of all, it places an unjust burden on the man who can least afford to bear it—the small home owner. The matter is now before Mr. Hoover's building code committee, which has been giving it thorough and careful consideration.

The following is a partial list of the cities now allowing the eight-inch wall for both stories of a residence.

Baltimore, Birmingham, Boston, Cambridge, Columbus, Cleveland, Detroit, Minneapolis, New York City, Philadelphia, Seattle, Spokane, Pittsburgh, Tacoma, Washington, D. C., Wilmington, Richmond, Syracuse, Tampa, Worcester, New Haven, Manchester, Rochester, Toledo, Duluth, Hartford, Rock Island, Lynn, Cincinnati, Trenton, Portland, Buffalo, Dayton, Camden, New Bedford and New Orleans.

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## THIRTY BUSINESS MEN HERE TO AID 'Y' STUDY COURSE

Every Prominent Advertiser in City Is Listed In Advisory Group.

More than thirty representative business men of Washington have assisted in developing the course of the Evening School of Commerce, at the Y. M. C. A., under direct supervision of Arthur L. Ward, director of education of the Y. M. C. A. school. The courses will embrace advertising, salesmanship, real estate, public speaking, and credits and collections.

"There are larger opportunities in the field of business today than in any of the other leading vocations," said Mr. Ward. "The courses outlined have been developed to meet a growing demand for instruction in the field of business. They are primarily for those already engaged in certain lines of employment where daily application of the principles covered in the courses may be made. Educators agree that this is the most valuable kind of training—a combination of experience with a systematic course of study paralleling the daily task. By this method the school room is linked with the work room, and the office becomes the laboratory of the shop."

John A. Petty, executive secretary of the Washington Real Estate Board, will be instructor of the real estate course. The advisory committee is composed of William L. Beale, executive officer, American Security and Trust Company; Charles S. Shreve, lawyer and realtor; Morton L. Luchs, of Shannon & Luchs; Thomas Bradley, vice president and real estate officer, Washington Loan and Trust Company; Charles W. Fairfax, president, Stone & Fairfax; James H. Hedges, of Hedges & Middleton; Frank P. Leitch, realtor; John L. Weaver, of Weaver Brothers.

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